



news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

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SALES FOR COMMERCIAL HEAT TREATERS DROP 3.2% IN APRIL

The Metal Treating Industry posted sales of \$47.4 million in April, down 3.2% from April 1990 when sales reached \$48.9 million.

Through April of 1991, billings for the industry totaled \$185.3 million. This is 4.8% below the same period in 1990 when billings amounted to \$194.5 million.

Four MTI Districts exceeded their April 1990 performance. Three districts are ahead of their 1990 year-to-date total.

A summary of percentage change by geographic regions follows:

	District	Apr 91 vs. Apr 90	Total 1991 vs. 1990
1	New England (MA-RI-CT)	9.1	4.4
2	Middle Atlantic (NY-NJ-E.PA-MD)	7.2	0.1
3	South Central (W.PA-OH-IN-KY)	- 2.5	- 5.1
4	Michigan	-19.0	-17.2
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	6.3	- 4.3
6	North Central (IL-WI-MN-MO-IA)	- 4.5	- 4.9
7	Pacific Coast (CA-AZ-ORE-WASH)	2.4	2.4
8	Southwest (TX-OK-AR-CO-LA-UT)	- 8.7	- 4.0
9	Canada	- 6.0	- 8.6

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32266-5138
ANALYSIS OF NATIONAL BILLINGS

APRIL, 1991

BILLINGS FOR MONTH

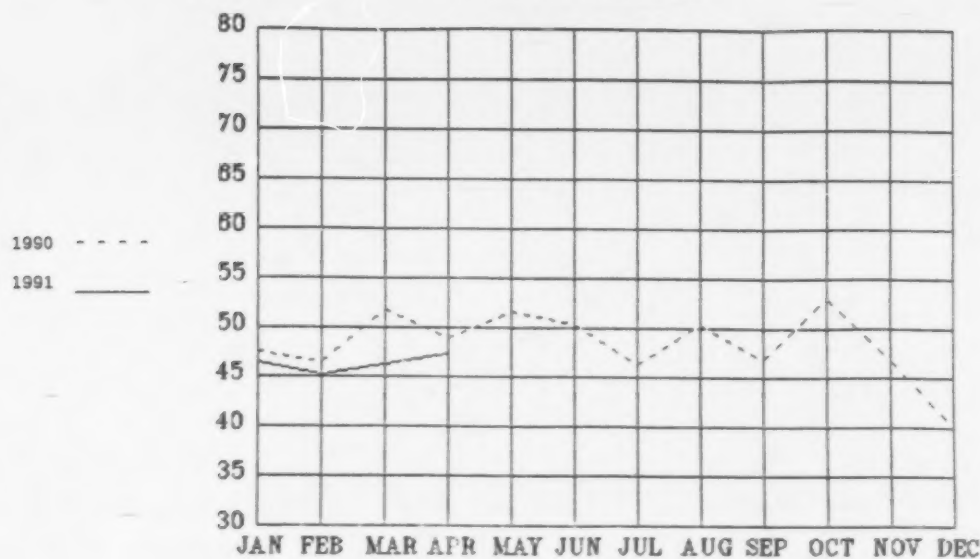
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1990	1991	%	1990	1991
Total	215	48933.5	47387.1	- 3.2	100.0	100.0
Dist. 1	15	2800.0	3054.1	9.1	5.7	6.4
Dist. 2	28	4631.1	4965.8	7.2	9.5	10.5
Dist. 3	43	9474.9	9234.3	- 2.5	19.4	19.5
Dist. 4	25	6655.5	5389.2	-19.0	13.6	11.4
Dist. 5	17	2485.5	2641.8	6.3	5.1	5.6
Dist. 6	33	9572.8	9144.1	- 4.5	19.6	19.3
Dist. 7	23	6262.8	6414.4	2.4	12.8	13.5
Dist. 8	17	3115.4	2843.6	- 8.7	6.4	6.0
Dist. 9	14	3935.5	3699.3	- 6.0	8.0	7.8
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1990	1991	%	1990	1991
Total	194503.8	185262.1	- 4.8	100.0	100.0
Dist. 1	11386.9	11883.9	4.4	5.9	6.4
Dist. 2	18901.7	18928.0	0.1	9.7	10.2
Dist. 3	38424.0	36474.6	- 5.1	19.8	19.7
Dist. 4	25104.7	20789.8	-17.2	12.9	11.2
Dist. 5	10590.4	10133.2	- 4.3	5.4	5.5
Dist. 6	37317.7	35497.4	- 4.9	19.2	19.2
Dist. 7	24728.7	25327.3	2.4	12.7	13.7
Dist. 8	12785.2	12277.5	- 4.0	6.6	6.6
Dist. 9	15264.6	13950.5	- 8.6	7.8	7.5

MILLIONS

NATIONAL BILLINGS



Gain or Loss

Monthly

JAN FEB MAR APR MAY JUN JUL AUG SEP OCT NOV DEC

-1.9 -2.6 -10.8 -3.2

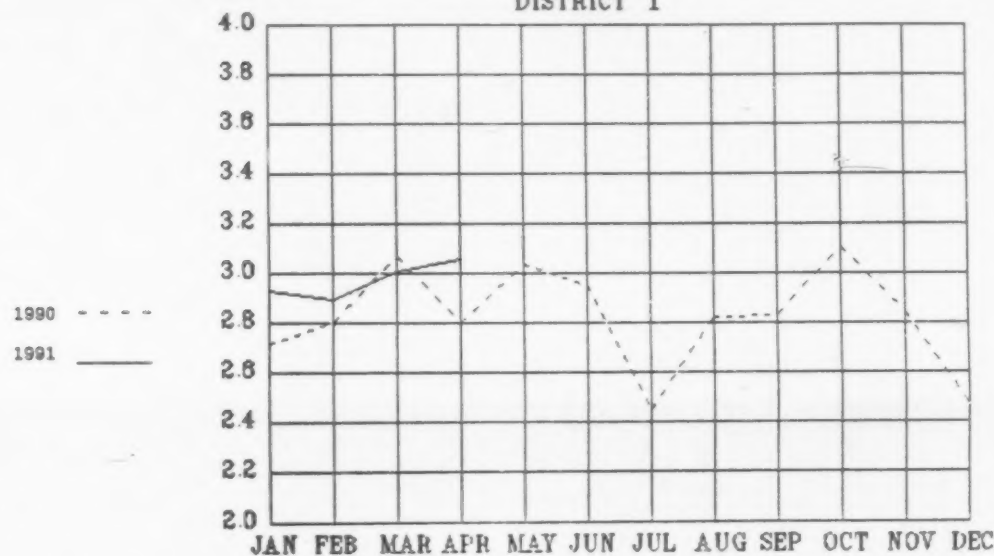
% Change

Cumulative

-1.9 -2.2 -5.3 -4.8

MILLIONS

MASS.-R.I.-CONN. DISTRICT 1



Gain or Loss

Monthly

JAN FEB MAR APR MAY JUN JUL AUG SEP OCT NOV DEC

7.9 3.5 -2.2 9.1

% Change

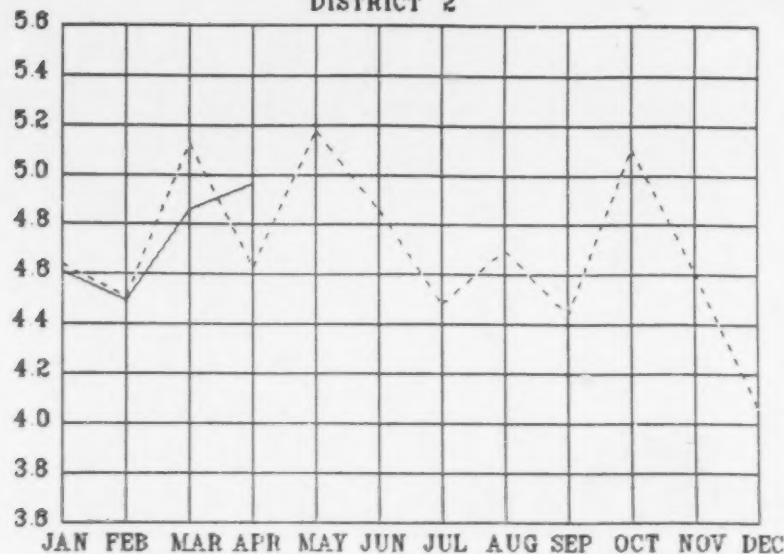
Cumulative

7.9 5.6 2.8 4.4

MILLIONS

N.Y.-N.J.-EPA.-MD.
DISTRICT 2

1990 - - - -
1991 - - - -



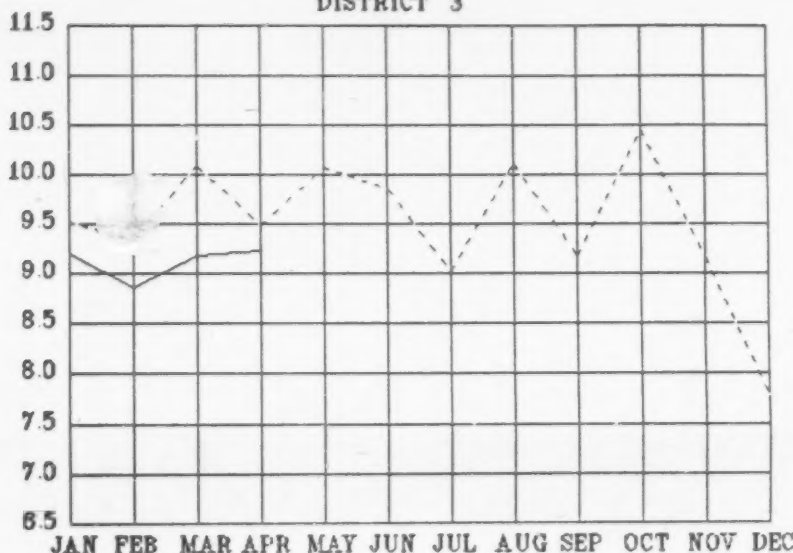
Gain or Loss Monthly
% Change Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss Monthly	-0.6	-0.3	-5.3	7.2								
% Change Cumulative	-0.6	-0.4	-2.2	0.1								

MILLIONS

W PA -OHIO-IND.-KY.
DISTRICT 3

1990 - - - -
1991 - - - -



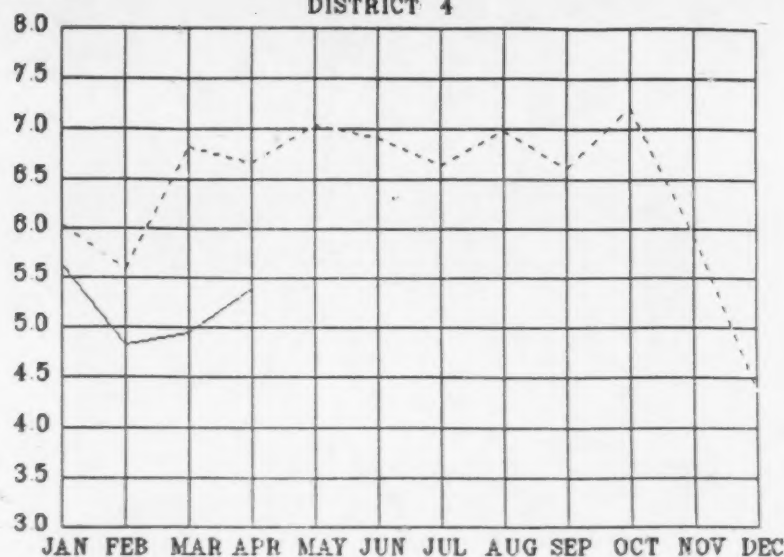
Gain or Loss Monthly
% Change Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss Monthly	-3.3	-5.1	-9.1	-2.5								
% Change Cumulative	-3.3	-4.2	-5.9	-5.1								

MILLIONS

MICHIGAN
DISTRICT 4

1990 - - - -
1991 - - - -

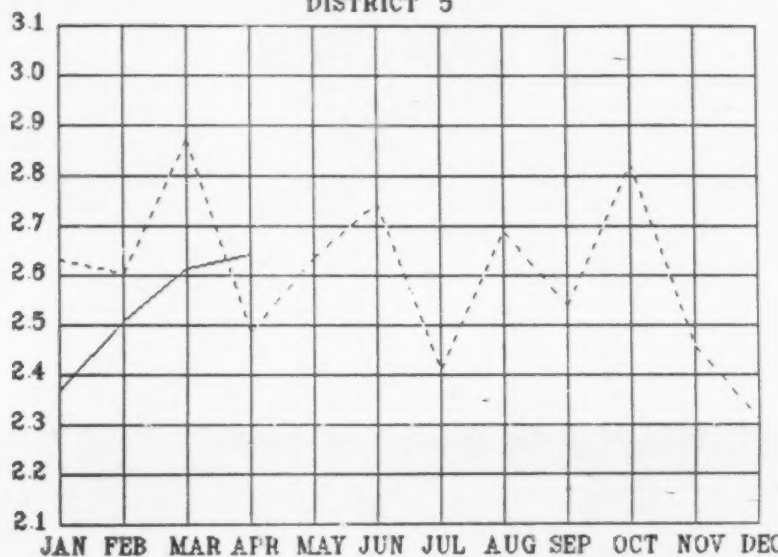


	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss Monthly	-6.9	-13.7	-27.4	-19.0								
% Change Cumulative	-6.9	-10.2	-16.5	-17.2								

MILLIONS

N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.
DISTRICT 5

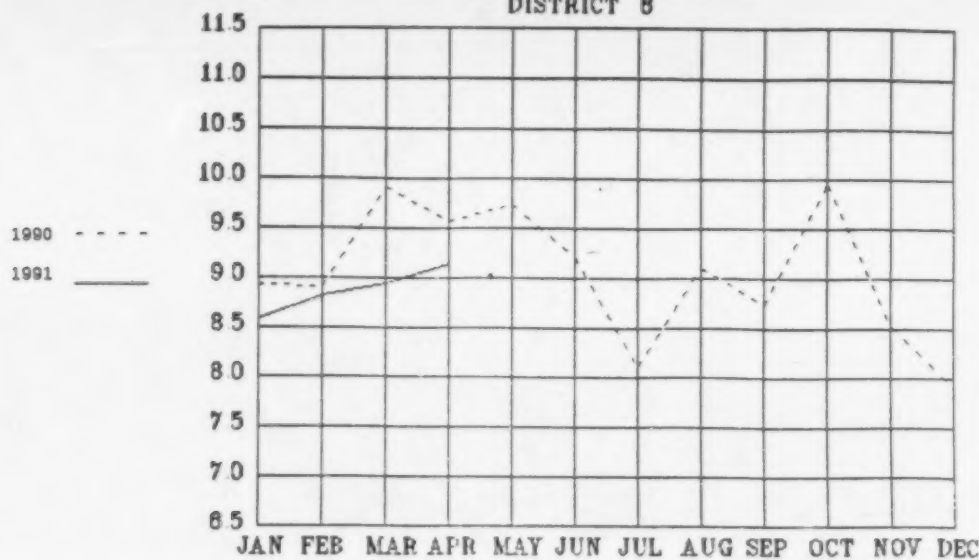
1990 - - - -
1991 - - - -



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss Monthly	-9.9	-3.8	-8.9	6.3								
% Change Cumulative	-9.9	-6.9	-7.6	-4.3								

MILLIONS

ILL.-WISC.-MINN.-MO.-IOWA
DISTRICT 8



JAN FEB MAR APR MAY JUN JUL AUG SEP OCT NOV DEC

Gain or Loss

Monthly

JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
-3.8	-1.0	-9.7	-4.5								

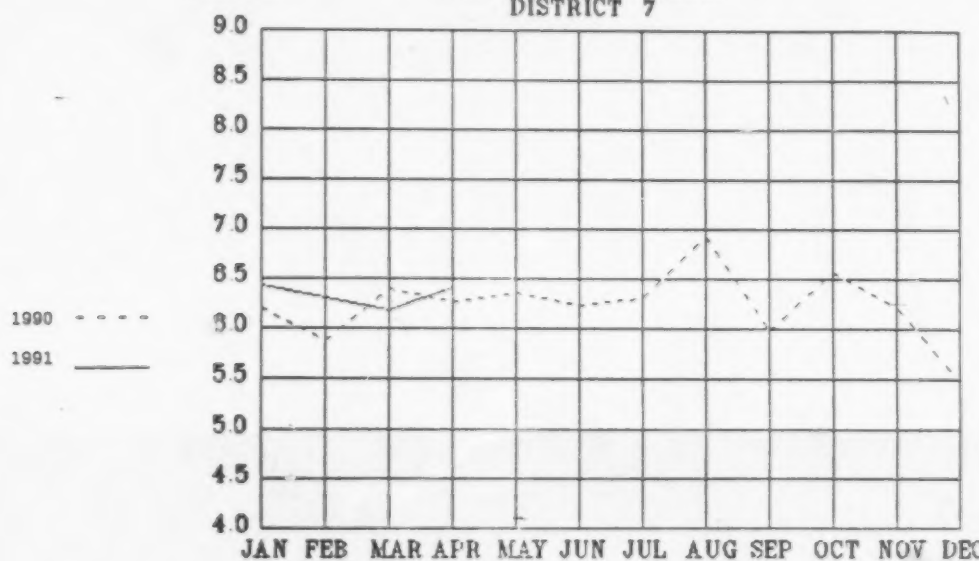
% Change

Cumulative

JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
-3.8	-2.4	-5.0	-4.9								

MILLIONS

ARIZ.-CA.-ORE.-WASH.
DISTRICT 7



JAN FEB MAR APR MAY JUN JUL AUG SEP OCT NOV DEC

Gain or Loss

Monthly

JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
3.7	7.5	-3.5	2.4								

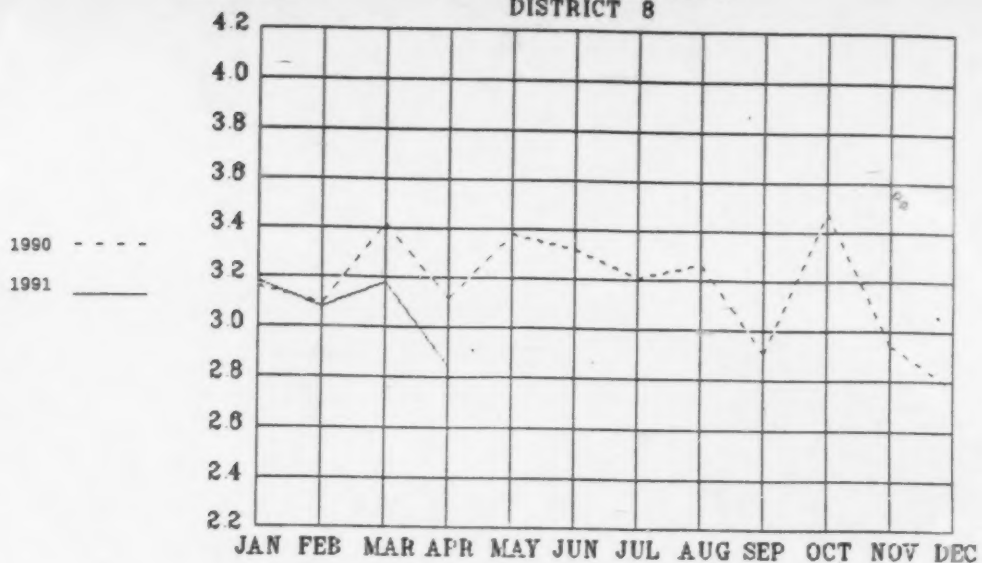
% Change

Cumulative

JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
3.7	5.5	2.4	2.4								

MILLIONS

TEX -OKLA.-ARK.-COLO.
DISTRICT 8



Gain or Loss

Monthly

JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
0.6	-0.5	-7.0	-8.7								

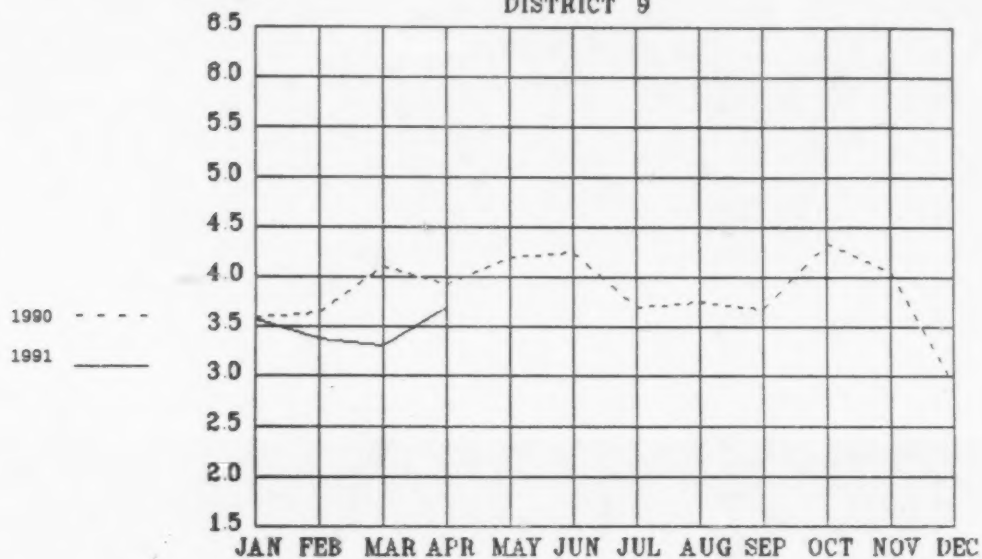
% Change

Cumulative

JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
0.6	0.1	-2.4	-4.0								

MILLIONS

CANADA
DISTRICT 9



Gain or Loss

Monthly

JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
-0.4	-7.3	-19.4	-6.0								

% Change

Cumulative

JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
-0.4	-3.9	-9.5	-8.6								